

## Message Text

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13

ACTION AGR-08

INFO OCT-01 NEA-09 ISO-00 EB-07 COME-00 L-02 CIAE-00

INR-07 NSAE-00 RSC-01 /035 W  
----- 050674

R 031139Z JAN 75

FM AMEMBASSY DAMASCUS  
TO SECSTATE WASHDC 2291  
INFO AMEMBASSY BEIRUT

LIMITED OFFICIAL USE DAMASCUS 0019

EO 11652: N/A

TAGS: BEXP, BAGR, ST  
SUBJECT: SYRIAN SOYBEAN TENDER WITH INTERNATIONAL PROTEIN CORP  
(IPC)

REF: STATE 282518

1. REGRET DELAY REPLYING REFTEL, BUT LOCAL HOLIDAYS PUT  
KNOWLEDGEABLE GOVERNMENT CONTACTS AND DAMMOUS, IPC/BEIRUT,  
OUT OF CONTACT. FIRST A SHORT NOTE OF CAUTION ON OUR EXCHANGE  
OF MESSAGES SENT IN ATTEMPTS TO ASSIST IPC WIN THIS IMPORTANT  
CONTRACT: WE DO NOT EXPECT TO NEGOTIATE ON IPC'S BEHALF AND  
DOUBT IPC WOULD WANT US IN SUCH POSITION. WE HAVE MADE  
SEVERAL REPRESENTATIONS ON BEHALF OF IPC AS TO ITS REPUTATION  
AND RELIABILITY AND WE HAVE ATTEMPTED TO EASE COMMUNICATIONS  
BETWEEN TWO PARTIES FOR THIS FIRST LARGE COMMERCIAL COMMODITY  
CONTRACT BETWEEN SYRIAN GOVERNMENT AND US FIRM.

2. WITH THIS IN MIND, AND IN RESPONSE TO ACTION REQUESTED  
PARA 4 REFTEL, WE HAVE PUSHED SEVERAL TIMES FOR IPC  
REPRESENTATIVES DAMMOUS AND MOUSTAFA KHALAF IN DAMASCUS TO KEEP  
IPC/NEW YORK FULLY INFORMED OF L/C AND CONTRACT DETAILS AND  
RESPONSES FROM SYRIAN GOVERNMENT BUYER. NEA/ARN OR AGRICULTURE  
SHOULD THEREFORE INFORM PETROU OF IPC THAT LENGTHY L/C  
FORM OF COMMERCIAL BANK OF SYRIA, NO. 35941/74 OF DECEMBER  
22, COPY OF WHICH WE HAVE, WAS AIRMAILED TO CHASE MANHATTAN ON  
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DEC 22 BY TAFRAN AND TEXT DICTATED TO SECRETARY OF GREGORY

HOLT OF IPC BY SYRIAN MINISTRY OF AGRICULTURE'S BEST  
ENGLISH SPEAKER JABRI ATA ON DEC 31 AT 1600 LOCAL, ACCORDING  
TO ATA (WHO, BY THE WAY, SAT IN ON ALL OF SECRETARY BUTZ'  
MEETINGS IN DAMASCUS WITH SYRIAN OFFICIALS).

3. RE EXTENSION OF L/C, BOTH TAFRAN OF FEEDS AND FODDER DEPT,  
MIN AGRICULTURE AND KHALAF INFORM US 3/22/75 CHOSEN  
SINCE IT THREE MONTHS FROM OPENING OF L/C AND CONTRACT SIGNED  
WITH IPC (WHICH WE HAVE NOT SEEN) CALLS FOR SHIPMENT FROM US  
OF SECOND 5,000 TONS BAGGED BY MARCH 31. THEREFORE, WE SOME-  
WHAT PUZZLED BY IP CSTATEMENT, PARA 3 REFTEL, THAT DELIVERY  
RPT DELIVERY RATHER THAN SHIPMENT CANNOT BE COMPLETED BY  
MARCH 22 AND IPC REQUEST FOR EXTENSION OF L/C AT A MINI-  
MUM UNTIL MAY 15.

4. MOUSTAFA KHALAF, WHO HANDLING IPC MATTERS IN DAMASCUS,  
ASSURES US THAT ALL IPC HAS TO DO IS ASK HIM FOR EXTENSION  
TO, SAY, APRIL 15 OR 20, AND KHALAF CAN OBTAIN IT. THIS  
EXTENSION SHOULD THEREFORE MEET IPC CONCERNS SINCE CONTRACT  
CALLS FOR SHIPMENT BY MARCH 31, ACCORDING TO KHALAF.

5. KHALAF HAS ALSO PROVIDED US WITH COPY OF DEC 29  
CABLE FROM TAFRAN TO IPC WHICH IN PART STATES "WE ARE  
ADHERED TO CONTRACT TO PAY WITHOUT FAIL DEMURRAGE ON PRESENTATION  
LIST OF FACTS AND FINAL TIMESHEETS. WE ARE ALSO RESPONSIBLE  
FOR FORCE MAJEURS ACCORDING TO CONTRACT CONDITIONS SIGNED WITH  
YOUR REPRESENTATIVE." WE ASSUME TAFRAN'S CABLE MEETS PETROU'S  
CONCERNS EXPRESSED IN HIS RECENT CABLE TO TAFRAN RE DEMURRAGE  
EXPENSES.  
MURPHY

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## Message Attributes

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**Disposition Approved on Date:**  
**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
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**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Unique ID:** 00  
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**To:** STATE  
**Type:** TE  
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